

How To Stay Top Of Mind Between Meetings



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You Just Completed A Great Prospect Meeting . . .

Now What?

You have numerous things competing for your prospects attention and the more people and circumstances competing for your prospect's attention, well, that's less time to think about you, your company and your solution.

You're actually at your most vulnerable point in the sales cycle because you're not there to influence their thinking.

What do you do?

This worksheet will help!

It's the first step in staying top of mind with a prospect that simply has way too many things on their brain!

Please carve aside some "thinking" time to answer the questions on the next few pages and then, brainstorm them with your sales team!

Ready?

Let's begin!

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Hopefully you didn't skip to this page, if you did, hang your head and go back to the previous page.

Here are several ways for you to stay in touch!

Send A Recap Of Your Notes (Email and FedEx)

Send A LinkedIn Invite

Send A Handwritten Note

Send Additional Info

Do Something Creative

Invite Them For A Tour Of Your Facility

Have Them Meet Your Team

Send Along A Video Tour Of Your Facility

Send Along A Video Thank You

Invite Them To A Company/Industry Event

Call With A Question

Call With Additional Info

Send Along A Resource

Call With An Idea

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Drop Something Off

Forward Something Helpful

Assign Homework That Needs To Be Completed By Both You and Your
And Your Client

Send Along A Case Study

Send Along A Sample, A Prototype A “Mock Up”

Email Them A Screenshot

Provide Them With A Fact That Underscores A Selling Point

Send Greeting Cards

Surprise Them With Something . . . Just Because

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Congrats!

You now have more options than you did before and more ways to keep it interesting for your prospects!

We're going to be talking more about this during our [How To Close MORE Deals](#) webinar on March 9th at 11:30 am!

Here's what you'll gain by joining us;

- How to **get the right players to your meetings**... my definition of the "right players" might surprise you.
- How to establish your authority ... **BEFORE** you even have your first meeting with your prospect. How to set the rules of engagement and outfox your competitors during highly competitive situations.
- 9 "Insurance Policies" you **MUST** take out with **EVERY** prospect!
- How to create a higher degree of urgency during the "courtship" and how to ask for the business **WITHOUT** any of those cheesy "closing lines"!

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- How to handle the price objection **WITHOUT** giving away the store and how to handle stalls like “I need to think it over” and “I need to run this by my boss”. And just for sh*ts and giggles, we might as well show you what to do when your prospect goes silent and stops responding to you.
- How to position yourself for a “second chance” when you lose a deal!

To learn more, and to reserve your spot, please [Click HERE](#)



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